

Message Text

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PAGE 01 TOKYO 03104 101431Z

47

ACTION EA-10

INFO OCT-01 ISO-00 EB-07 /018 W
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R 100845Z MAR 75
FM AMEMBASSY TOKYO
TO USDOC USTS
INFO SECSTATE WASHDC 8565

UNCLAS TOKYO 3104

E.O. 11652: N/A

TAGS: ETRD

SUBJECT: RETRANSMITTAL OF JW 5-241

SUMMARY: JCT CONTRACT DRAFT ACCEPTED, WTO AND NEC DRAFTS REQUIRE
CHANGES. END OF SUMMARY.

JW 5-324 RE WJ 5-180-ID. FOLLOWING IS TEXT OF JW 5-241, EMBASSY
CONTROL NUMBER 1685 INDICATED AS HAVING BEEN TRANSMITTED ON
FEBRUARY 7:

JW 5-241 RE WJ 5-91. JCT, WTO AND NEC HAVE REVIEWED CONTRACTS
SENT UNDER REF WITH FOLLOWING RESULTS.

1. JCT: OK AND WILL BE SIGNED AND RETURNED TO US BY MID-FEBRUARY.

2. WTO REQUESTS FOLLOWING CHANGES FOR BUDGETARY REASONS:
ARTICLE II SCOPE OF WORK

A. ELIMINATE THE FIRST 2 LINES. (THEY WILL NOT BE ABLE TO
PRODUCE THE BROCHURE DESCRIBED.)

B. INCREASE HAWAII CATALOGUE FROM 14 TO 16 PAGES.
NO OTHER CHANGES IN PRINTING.

C. THE CONTRACTOR SHALL EXPEND USDOLS20,000 TO PROMOTE THESE
THROUGH TRADE PRINT MEDIA. (ELIMINATE CONSUMER ADVERTISING
BUDGET COMPLETELY; TRADE ADVERTISING BUDGET INCREASES FROM
DOLS19,200 TO DOLS20,000.

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D. THE CONTRACTOR SHALL OPERATE THREE TRAVEL AGENT FAMILIAR-
LIZATION TOURS IN SEPTEMBER TO U.S. DESTINATIONS OFFERED
IN THIS PROGRAM. (THREE FAM TOURS SCHEDULED FOR APRIL WILL
BE CANCELLED. THREE TOURS SCHEDULED FOR SEPTEMBER WILL
GO AS SCHEDULED.)

ARTICLE IV CONSIDERATION

TOTAL COSTS TO BE INCURRED BY THE CONTRACTOR PURSUANT TO
THE PROVISIONS OF THIS CONTRACT ARE ESTIMATED AT USDOLS
321,000. (REDUCED FROM DOLS479,000 TO DOLS321,000 DUE
TO THE CHANGES STATED ON ARTICLE II.)

3. NEC: CATALOGUE FORMAT WILL BE COMPLETELY CHANGED FROM THE
CURRENTLY PLANNED GLOSSY EYECATCHER TO A CHEAPER AND MORE
SUBDUED FORM. WE ARE AWAITING DETAILS.

REALIZE ABOVE WILL REQUIRE RECALCULATION OF FORMULA. WILL PROVIDE
NEW FIGURES AS SOON AS WE GET DETAILS OF CHANGES OUTLINED ABOVE.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: AGREEMENT DRAFT, TEXT, CONTRACTS
Control Number: n/a
Copy: SINGLE
Draft Date: 10 MAR 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975TOKYO03104
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750083-0620
From: TOKYO
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750364/aaaacgfi.tel
Line Count: 81
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: ShawDG
Review Comment: n/a
Review Content Flags:
Review Date: 12 JUN 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <12 JUN 2003 by BrownAM>; APPROVED <26 FEB 2004 by ShawDG>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: RETRANSMITTAL OF JW 5-241 SUMMARY: JCT CONTRACT DRAFT ACCEPTED, WTO AND NEC DRAFTS REQUIRE
TAGS: ETRD, JA
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006